

Message Text

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PAGE 01 BRUSSE 04483 032248Z

61
ACTION EB-11

INFO OCT-01 EUR-25 ADP-00 RSC-01 RSR-01 SSO-00 /039 W
----- 003823

R 031709Z AUG 73
FM AMEMBASSY BRUSSELS
TO SECSTATE WASHDC IMMEDIATE 8340

LIMITED OFFICIAL USE BRUSSELS 4483

STADIS//////////

E.O.11652: N/A
TAGS: EGEN, BE
SUBJECT: EXIM BANK LOAN TO SABENA

REF: BRUSSELS 4457

1. GOOSSENS, SABENA MANAGING DIRECTOR, CALLED AFTERNOON OF AUGUST 3 TO REITERATE VERY STRONGLY SABENA'S CONCERN THAT ANY GOB RECONSIDERATION OF FINANCING TERMS FOR BOEING PURCHASE MIGHT REOPEN QUESTION OF CHOICE OF AIRCRAFT. HE INFORMED EMBASSY THAT MATTER WILL BE DISCUSSED BY MINISTERS ON MONDAY MORNING, AUGUST 6, AND HOPED THAT EXIM BANK COULD URGENTLY CONSIDER INCREASING LOAN TO 50 PERCENT. HE SAID SABENA HAS BEEN IN TOUCH WITH EXIM BANK BUT FEARS EXIM BANK MAY NOT FULLY APPRECIATE LOCAL CIRCUMSTANCES.

2. ACTION REQUESTED: EMBASSY HOPES DEPARTMENT WILL DO EVERYTHING POSSIBLE TO PERSUADE BANK TO INCREASE LOAN, THEREBY AVOIDING RISK OF UPSETTING THIS LARGE SALE. SABENA'S CONCERN STEMS NOT FROM FINANCING PROBLEMS (WHICH COULD EASILY BE RESOLVED) BUT FROM FEAR OF GOB'S REOPENING QUESTION OF CHOICE OF AIRCRAFT. FIFTY PERCENT EXIM FINANCING WAS PART OF PACKAGE PRESENTED TO CABINET WHICH PERSUADED GOB TO PURCHASE BOEINGS RATHER THAN MERCURES, ALTHOUGH WE UNDERSTAND THAT EXIM HAD NOT AGREED TO ANY PARTICULAR PERCENTAGE FOR LOAN.

BOOCH

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B

BOOCH

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NNN

Message Attributes

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Disposition Authority: garlanwa
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